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U.S. Export Assistance Center
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RALEIGH EXPORT ASSISTANCE CENTER TRADE BULLETIN

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WE HAVE MOVED! As of July 1, 2004, the U.S. Department of Commerce's Raleigh Export Assistance Center is now more conveniently located to better serve you! Located off of Globe Road and just two miles from the airport, we are easy to find and have convenient parking. Our new address and contact information is 10900 World Trade Blvd. Ste 110, Raleigh, N.C. 27617 Tel: 919-281-2750 Fax 919-281-2754

***** International Market News *****

U.S. Sanctions Against Libya Waived

On September 20, 2004 President Bush issued a determination waiving the prohibition on U.S. Government assistance for commercial exports to Libya. Therefore, U.S. Government assistance, including U.S. Government export assistance, for commercial exports to Libya is now generally permissible in accordance with usual Department policies and U.S. laws. Bear in mind, however, that exports of certain goods, services, and technologies from the United States to Libya still remain restricted and may require an export license from the Bureau of Industry and Security (BIS).

If you are interested in exporting to Libya, please contact your local International Trade Specialist at the US Export Assistance Center nearest you. You may view a copy of the White House press release at:
<http://www.whitehouse.gov/news/releases/2004/09/20040920-3.html>.

U.S. Calls on Japan to Bolster Regulatory Reform

On October 14, Deputy U.S. Trade Representative Josette Shiner presented the Japanese Government with extensive reform recommendations designed to help sustain Japan's recent return to growth and open markets for U.S. companies. These recommendations build on significant progress achieved in recent years to reduce the myriad of regulations in Japan, including measures that have substantially lowered customs processing fees at Japan's international airports for express delivery services, reduced rates for calling mobile phones, and increased consumer choice in innovative medicines.

Submitted under the U.S.-Japan Regulatory Reform and Competition Policy Initiative (Regulatory Reform Initiative), the recommendations presented to the Japanese Government cover key areas such as information technologies, telecommunications, medical devices and pharmaceuticals, energy, and competition policy.

Dominican Republic Joins Five Central American Countries in Historic Free Trade Agreement with U.S.

On August 5, 2004 the United States, the Dominican Republic, and representatives of five Central American nations signed the U.S. – Dominican Republic – Central America Free Trade Agreement (DR-CAFTA). This historic agreement creates the second-largest free trade zone in Latin America for U.S. exports. Dominican Republic - Best Prospects for U.S. Exports are:

- * Sporting Goods and Recreational Equipment
- * Fabrics, Cosmetics and Toiletries
- * Telecommunications Equipment
- * Hotel and Restaurant Equipment
- * Agricultural Products (Wheat, Corn, Lumber, Tobacco, Soybean Meal and Oil, Animal Fat, and Sweeteners)

SOUTH AFRICA FRANCHISING

The 2004 overview of the Franchising Industry in South Africa is now available from FRAIN. FRAIN is the Franchising Advice and Information Network, and is part of the Department of Trade and Industry in South Africa. This organization is Franchise Census commissioned by NAMAC Trust and provides a comprehensive and detailed overview of the Franchising Industry in South Africa and its main components. The Franchising sector contributes to an average of 10.7% to the 2004 GDP of the South African economy. For a copy of this 3- page report, contact us at Debbie.Strader@mail.doc.gov or Frances.Willis@mail.doc.gov.

***** Useful USDOC Resources *****

Best Markets Reports

For no fee, you can access over 100,000 industry and country-specific market reports, web sites, events, and trade directory listings on our Market Research Library at <http://www.export.gov/OneStopConsumer/OneStop/mrrelugin.jsp>. If you have not already done so, you will need to register with export.gov before being granted access to these files. Back by popular demand, Best Market Reports (BMRs) are now located on the Market Research Library (MRL). There are seven current BMRs on the MRL, including Best Markets for US Exports of:

- Aircraft and Parts
- Airport and Ground Support Equipment
- Computers and Peripherals
- Medical Equipment and Technologies
- Telecommunications Equipment and Services
- Pollution Control Equipment
- Safety and Security Equipment

There is no fee to access these reports, except for a \$25 fee for those who would like to be mailed a physical version, either on paper or on disk, of the report. Please also visit <http://www.export.gov/marketresearch.html> for various other market research resources.

**U.S. Department of Commerce/
International Trade Administration's Trade Leads**

View announcements from qualified international companies looking to source U.S. products and services and advertise government tender projects through our trade leads database. All of our trade leads are pre-screened by our U.S. embassy or consulate staff overseas and are provided as a free service for U.S. exporters. To search for leads, go to: http://www.export.gov/comm_svc/tradeleads/stradeleads.asp.

***** Upcoming Events *****

**Commercial News USA-
Submission Deadline**

The deadline to advertise for the January/February 2005 issue of Commercial News USA is November 5, 2004. Don't miss out on this great opportunity to promote your products and services to over 140 countries. For less than \$700, you can get global exposure with very little commitment.

Please visit <http://www.export.gov/cnusa/index.html> for more information.

**North Carolina-South America Connections
Brazil ♦ Chile ♦ Argentina
Trade Opportunities and Challenges**

Hurry, time is almost up to register for and attend this trade conference on North Carolina to South America business connections on **Tuesday November 9, 2004** at

the Carolina Inn at Chapel Hill, North Carolina. By attending this conference, you will learn about:

- * Current status of the US - Chile Free Trade Agreement, assessing how it's working out, what issues have emerged, how they are being resolved and insight into new opportunities.
- * Practical realities and challenges US companies may encounter in accessing key South American markets, understanding how business is done and avoiding costly mistakes.
- * Economic and political landscape for North Carolina companies and producers looking to establish and expand their business connections and presence in these key countries.
- * Issues and priorities of our Latin American trading partners regarding what they want from US businesses and producers and their perspective on how to strengthen trade connections.

Invited speakers include His Excellency Andrés Bianchi, Ambassador of Chile to the U.S., His Excellency Roberto Abdenur, Ambassador of Brazil to the U.S., and His Excellency René A. Leon, Ambassador of El Salvador to the U.S. Seating is limited, so call (919) 281-2740 today to make your reservation, or visit http://www.wtcnc.org/pages/news_events_details.html for more information.

Triangle Trade Club Chapter Meeting

The next meeting of the NCWTA Triangle Chapter will be held **Tuesday, November 9, 2004** at the Holiday Inn, Raleigh/Durham Airport. Richard McCall, Vice President of Panalpina, is an expert on importing and exporting issues and will be addressing "Hot Topics in Customs and Understanding Incoterms". Networking will begin at 5:30 pm, followed by dinner and the program at 6:30 pm. For reservations, call 919-795-4662 or e-mail rkb_4@juno.com.

National Forum on Trade Policy

From December 8th- 10th at the Millennium Hotel Durham, you are invited to attend the 2nd Annual national Forum on Trade Policy. The theme for this year is "International Trade: Politics and Jobs." The Forum features keynote addresses by Howard Rosen, Economist and Executive Director of Trade Adjustment Assistance Coalition, and David Abney, President of UPS International. It will also include many high caliber presentation, including the findings of the first bi-annual survey on offshoring.

The registration fee for the 2004 NFTP is \$50 per person. To register or learn more about the Forum, please visit the NFTP official website at <http://nftp.fuqua.duke.edu>. If you need additional information or assistance, the Forum Coordinator Marybeth Lavrakas will be happy to assist you and can be reached at 919-660-7837.